

DED Visits with Chantilly Turf Farm

Department's Prospect Activity—December:

- Responded to 747 requests for general information
- Conducted 6 business visits
- Distributed 212 marketing packages, 54 business guides, 77 maps, and 27 growth summaries
- Assisted 10 new business start-ups
- Worked with 9 new and 77 on-going prospects
- Delivered 1 presentation, 1 tour, and 1 proposal
- Received 32,266 hits on www.loudoun.gov, with 6,849 user sessions
- Received 71,950 hits on www.loudounfarms.org, with 2,273 user sessions

In an exclusive visit December 16th, members of the Loudoun County Department of Economic Department (DED) accepted an invitation from Chantilly Turf Farm founder Ray Weekley to tour his local turf growing operations. DED rural team members Lou Nichols, Warren Howell, and Gary Hornbaker, along with Business Infrastructure Manager Robyn Bailey



Lou Nichols and Gary Hornbaker discuss the evolution of the turf industry with Ray Weekley during the Chantilly Turf Farm tour. *Below*, a palette of sod is readied for pick-up, and company workers demonstrate turf collection equipment. *Left*, the palette is moved for pick-up.



All farm photos courtesy of Warren Howell



participated in the tour of one of Loudoun's uniquely "suburban-agricultural" businesses.

Chantilly Turf Farm, or CTF, has been in business since 1968, and currently grows more than 1,100 of the nearly 6,000 acres of turfgrass produced each year in Loudoun. The company owns farms in Arcola and Chantilly, and also produces sod on hundreds of additional acres leased locally.

"What's neat is that most of this land is being held for future development, yet it has a significant agricultural use now," said Lou Nichols, DED's agricultural development officer.

CTF is a major supplier of turfgrass in the region to both residential installers and at

(See Chantilly Turf Farm, continued on page 3)

Inside this issue:

Announcements and Expansions	2
In the News	3
Department & Commission News	4
Construction Activity	4



Above Center: the new Trebro Auto Stack has resulted in what the manufacturer calls "revolutionary" labor saving changes over past turfgrass machines, like the 1960's model above.

Announcements and Expansions

New & Existing Business



NEKA's stone showroom represents their 1,500-piece stone slab inventory.



The Medical Spa is located in the NOVA Medical Building at Beaumeade, *above*.



- ♦ The General Services Administration (GSA, www.gsa.gov) has leased a new building at Sterling Park Business Center. In the process of locating in Loudoun, GSA applied for and was accepted as the first recipient of the Modified Land Development Process (MP), which was adopted by the Board of Supervisors in 2004. The modified process is aimed at targeted industries, and GSA qualified for the MP by being a Homeland Security government agency. The MP is designed to improve plan review timelines and enable direct communication with key decision makers who will set and manage realistic expectations for the project. The 80,000 square foot GSA lease is for the entire Sterling Park Technology Center building on Shaw Road.
- ♦ NEKA Marble & Granite (www.nekainc.com) leased 43,000 square feet at Mercure Business Park. NEKA provides residential quality stone products, including marble, slate, granite, and limestone to area builders, kitchen dealers, designers, and architects. The company completes more than 1,000 residential and commercial jobs annually, and has installed its products in many Loudoun communities including Belmont Country Club, South Riding, and Loudoun Valley. NEKA, formerly of Fairfax, employs a staff of 30.
- ♦ The Medical Spa at NOVA (www.novamedspa.com) will be holding its grand opening at the NOVA Medical and Urgent Care Building in Ashburn January 8 and 9. The spa will be providing a variety of services that combine "medicine, aesthetics, rejuvenation, and education to optimize health." The Medical Spa is associated with NOVA Medical Group, which leased the entire 16,000 square foot building at the entrance to Beaumeade Industrial Park in July 2004.
- ♦ The US Investigations Services Professional Services Division (www.usis.com/professionalservices) has opened a 2,100 square foot branch office at Northpointe in Dulles. USIS is the largest personnel security services company in the United States, and conducts more than 2.4 million annual investigations for government agencies and private companies. The Professional Services Division also provides anti-terrorism training services. The main office for the division is located in



Farm owner Frans Kok, *left*, shares the fun with Sergey Stokov, agricultural attaché from the Russian Embassy.

- ♦ Middleburg Christmas Tree Farm was the recent site of the Russian Embassy's annual Christmas tree selection event. Because the Russian Orthodox community celebrates Christmas January 7th, the embassy representatives came out and selected a 25-foot Norway spruce on December 27th. The festive farm event included music from Loudoun Valley High School band students and a buffet, complete with wine and vodka. The tree was displayed in the embassy throughout the holidays.



The selected tree is placed in the embassy.

In the News

- ♦ Sun Microsystems announced November 29 that it will acquire Ashburn-based **SevenSpace** in an all-cash transaction by March 27, 2005. Exact terms of the sale are not available. Sun is planning to offer SevenSpace's enterprise application management technologies to its clients, while SevenSpace will continue to support its customer base as it is integrated into Sun Microsystems. SevenSpace employs more than 100 people in Loudoun.
- ♦ The Northern Virginia Workforce Investment Board (NVWIB) and the Alexandria/Arlington Workforce Investment Board announced the creation of a new **Northern Virginia Labor Market Information System** December 9. The Internet-based information system will provide current business hiring and labor market information and employment trends for regional businesses and jobseekers. Information on the program will be available at www.myskillsource.org, and according to NVWIB President Robert P. Rogers, Jr., the system will "strengthen economic development and workforce initiatives throughout the region." The NVWIB represents over 1.5 million residents in seven Northern Virginia jurisdictions, including Loudoun County.
- ♦ The Loudoun branch of **Stonepath Logistics** made the news in late December as the logistics provider for Asia Relief, the Gaithersburg nonprofit sending relief goods to Tsunami victims in southeast Asia. Stonepath will arrange for the shipment of goods to arrive by ocean liner in late January.
- ♦ Two Loudoun businesses made the *Washington Business Journal's* year-end list of the top Small Technology Companies in the region. **AC Technology** of Sterling was ranked second overall for having \$31.8 million in revenue for 2003. The Dulles company employs 22 and provides enterprise security, storage, and network infrastructure solutions. **I3Solutions** of Sterling was tied for 12th position, with \$1.6 million in 2003 revenue. I3 is an IT consulting firm specializing in strategic application development, data management and systems integration, and collaborative solutions.



(Chantilly Turf Farm, continued from page 1)

commercial properties, and is currently branching out to the retail homeowner market. The company has also provided turf for the White House, is a regular source of turf for the National Mall, and will be providing sod on the Mall both before and after the Presidential Inauguration in January.

"Ray Weekley is the father of the modern turf farm industry in Virginia," said Lou Nichols, who has known Weekley for almost 40 years, "He is a very knowledgeable guy."

During the tour, Weekley demonstrated the change in technology which has allowed Chantilly Turf Farm to thrive. In comparison to the company's first machine, which wasn't much larger than a lawnmower, Weekley's current \$260,000 Auto-Stack machine provides state-of-the-art turf processing. The large machine cuts sod much faster, more uniformly, and with much less damage to the surrounding ground thanks to special low pressure tires. What once took several people working on multiple machines to accomplish can now be completed with one man and one machine, said Weekley. As a result, Chantilly Turf Farm has experienced a great gain in productivity due to the reduced need for manpower, machinery maintenance and replacement.



The mascot from CTF's website, www.chantillyturf.com. The company's website motto is "Quality Sod for a Quality Environment."



Loudoun County Economic Development Progress

1 Harrison Street, SE, 5th Floor
P.O. Box 7000
Leesburg, Virginia 20177
Phone: 703-777-0426
Toll Free: 1-800-loudoun
Fax: 703-771-5363

Visit US ON THE WEB AT:
WWW.LOUDOUN.GOV/BUSINESS

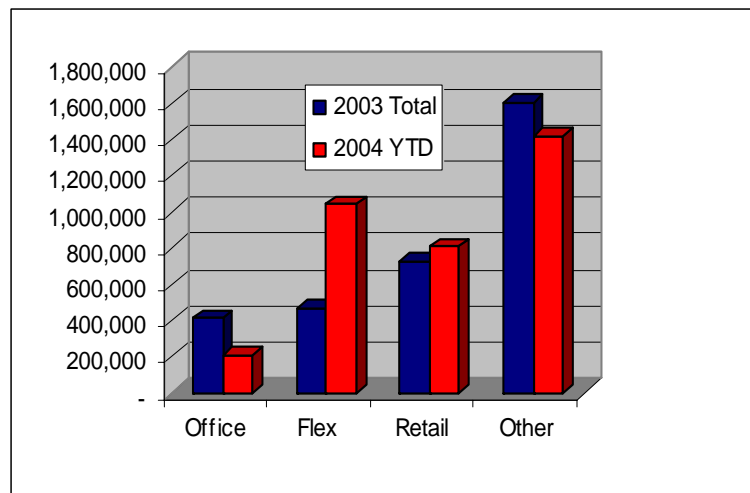
Department and Commission News

- ◆ Cindy Richmond and Clark Draper provided Loudoun County staff members with the semi-annual **Demographic and Economic Trends** class December 14. Their two-hour class will next be offered to county staff in June.
- ◆ Chip Umbaugh worked through the process of re-creating three **Agricultural and Forestal Districts** for the county's ag district program. The New Lucketts, New Lovettsville, and New Mountville districts were adopted by the Board of Supervisors at a meeting December 21.
- ◆ Economic Development Commission (EDC) and Rural Economic Development Council (REDC) members are taking on additional county roles in 2005. **John Harris** has been appointed by the Board of Supervisors to the 15-member Route 50 Task Force, which has been created to gain public input and recommendations on key issues facing the Route 50 corridor. Meanwhile, EDC member **Bob Gordon** was appointed chairman of the Ad Hoc Zoning Ordinance Review Committee, which was established by the Board to assist county staff with the upcoming review of the Loudoun County Zoning Ordinance. EDC members **Joe Paciulli** and **Brian Cullen**, along with REDC member **Ava Abramowitz**, will also serve on the committee.
- ◆ DED began working to fill two positions in December: selections for the vacant **Business Investment Manager** and the **Main Street Coordinator** should be completed in January.

Construction Activity

In November 2004, Loudoun County permitted a total of 175,142 square feet (SF) of nonresidential construction. The combined value of new buildings (\$14,380,000) and alterations (\$4,994,060) is over \$19 million.

- ◆ Office — 0 SF in November and 0 SF in October
- ◆ Flex/Industrial — 40,439 SF in November and 126,973 SF in October
- ◆ Retail — 56,630 SF in November and 123,655 SF in October
- ◆ Other — 78,073 SF in November and 123,393 SF in October
- ◆ Taxable — 162,642 SF in November and 272,612 SF in October
- ◆ Route 28 — 26,000 SF in November and 62,278 SF in October



Nonresidential Construction — Square Feet Permitted
2003 Total and 2004 Year-to-Date